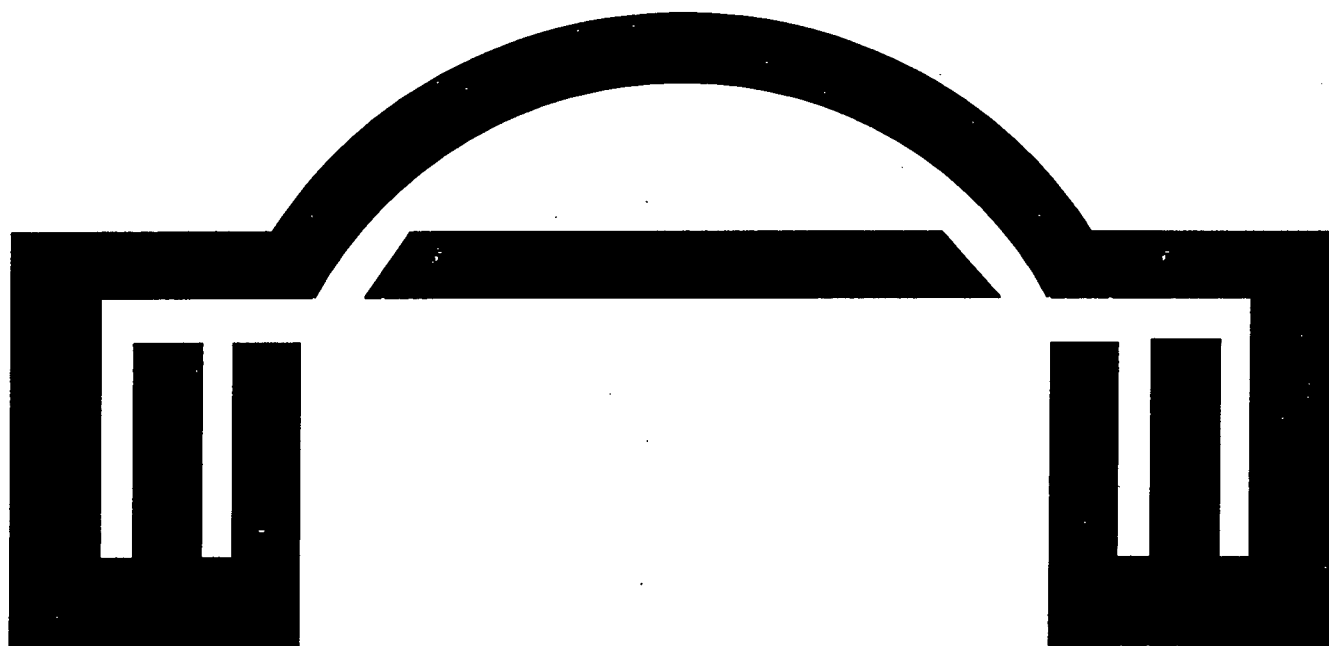


2003

*Rankings of the Most Influential Lobbyists
in the 2003 North Carolina
General Assembly*



A report by the

The North Carolina Center for Public Policy Research

September 2004

Table of Contents:

Rankings of the Most Influential Lobbyists in the 2003 North Carolina General Assembly



Methodology and Response Rates for the Survey Identifying the Most Influential Lobbyists in the 2003 Legislative Session	4
Rankings of the Most Influential Lobbyists in the 2003 North Carolina General Assembly	5
in Alphabetical Order	17
About the North Carolina Center for Public Policy Research	19

Methodology and Response Rates for the Survey Identifying the Most Influential Lobbyists in the 2003 Legislative Session



The N.C. Center for Public Policy Research conducted its legislative survey during January, February and March of 2004. At that time, all 50 state Senators, 119 Representatives (one Representative died after adjournment), 366 registered lobbyists (including the lead state agency legislative liaisons), and 21 state capital news correspondents were asked to list the 10 most influential lobbyists and/or state agency legislative liaisons during the 2003 session of the North Carolina General Assembly. Those surveyed received a list of all the lobbyists and legislative liaisons registered with the N.C. Secretary of State; one half of the lists were in alphabetical order, while the other half were in reverse alphabetical order.

Ninety-two of the 119 House members (77%) responded to the Center's survey, as did 37 of the 50 Senators (74%), 145 of the 366 lobbyists and lead legislative liaisons based in North Carolina (40%), and 8 of 21 capital news correspondents (38%). The overall response rate was 51%.

At the end of the 2003 session, 567 lobbyists were registered with the Secretary of State, representing 621 different companies or organizations. The Center's calculations of the number of lobbyists count each lobbyist only once, even if they represent more than one client. There were also 78 legislative liaisons, representing 41 different state government agencies and licensing boards, registered with the Secretary of State.

The following pages list the most influential lobbyists during the 2003 North Carolina General Assembly, as ranked by legislators, fellow lobbyists, and capital news correspondents. Where applicable, rankings from previous legislative sessions are included. If the lobbyist is a former legislator or a lawyer, that also is indicated.

Rankings of The Most Influential Lobbyists in the 2003 North Carolina General Assembly



	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>1989-1990</i>	<i>1987-1988</i>	<i>Former Legislator</i>	<i>Lawyer</i>
DON BEASON, of the Raleigh lobbying firm, The Capitol Group, representing Affiliated Computer Services Inc., Albemarle Mental Health Centers, AT&T Wireless, BB&T Corp., BellSouth Corporation, Catawba County, Charlotte Regional Partnership, Cingular Wireless, City of Hickory, Colonial Insurance Company, Community Health Centers, Dale Earnhardt Inc., Distilled Spirits Council of the U.S., IBM Corporation, N.C. Railroad Company, Printing Industry of the Carolinas, Progress Energy, and Prudential Financial Inc.	1	2	3	2	3	32	n/a	n/a	n/a	no	no
ZEBULON D. ALLEY, of the Raleigh lobbying firm of Alley Associates, representing Affiliated Computer Services State Healthcare, Alternative Brands Inc., ANDRX Corporation, Deloitte & Touche LLP, Ernst & Young LLP, Grant Thornton, KPMG Peat Marwick LLP, Long Term Care Pharmacy Alliance, N.C. Amusement Machine Association, N.C. Association of Pharmacists, N.C. Citizens for Justice, N.C. Vending Association, PricewaterhouseCoopers, Progress Energy, Southeast Ticketing Association Inc., and Veterans of Foreign Wars.	2	1	1	1	1	1	1	1	1	yes	yes
ROGER W. BONE, of the Raleigh lobbying firm of Bone & Associates, representing Carolina Independent Automobile Dealers Association., Coastal Communities Inc., Eli Lilly & Company, Lorillard Tobacco Co., N.C. Amusement Machine Association, N.C. Association, Long Term Care Facilities, N.C. Firemen's Association, N.C. Propane Gas Association, Pet Food Institute, Resident Lenders of N.C., Southeastern Equipment Dealers Association, Sprint, and Universal Leaf Tobacco Company Inc.	3	3	2	3	2	3	4	10	14	yes	no

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	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>1989-1990</i>	<i>1987-1988</i>	<i>Former Legislator</i>	<i>Lawyer</i>
FRANKLIN FREEMAN, the Governor's Senior Assistant for Governmental Affairs, representing Governor Mike Easley as lead legislative liaison.	4	10	26	7	48	n/a	n/a	n/a	n/a	no	yes
ALEXANDER P. "SANDY" SANDS, III, of the Raleigh office of the law firm of Womble, Carlyle, Sandridge & Rice, representing AT&T (DCI Group), Bayer Corporation, Bayer HealthCare LLC, Carolinas Healthcare System, Enterprise Leasing Company-Southeast, General Electric Corporation, John Malloy doing business as The Dogwood Gun Club, Kraft Foods Global Inc. (Altria Corporate Services Inc.), Lexmark International Inc., MBNA America Bank N.A., Miller Brewing Co., N.C. Association of Hearing Care Professionals, Philip Morris USA Inc. (Altria Corporate Services Inc.), Rose Acre Farms Inc., Triangle Transit Authority, and YMCAs of N.C.	5	9	9	16	50 (tie)	n/a	n/a	n/a	n/a	yes	yes
LESLIE BEVACQUA COMAN, representing North Carolina Citizens for Business & Industry.	6	5	7	12	27	31	n/a	n/a	n/a	no	no

Rankings of The Most Influential Lobbyists in the 2003 North Carolina General Assembly



	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>1989-1990</i>	<i>1987-1988</i>	<i>Former Legislator</i>	<i>Lawyer</i>
B. DAVIS HORNE, JR., of the Raleigh law firm of Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, representing Abbott Laboratories, Agra Ethanol Products LLC, American Eagle Airlines, AT&T (DCI Group), Community Financial Services Association of America (MultiState Associates), Cree Inc., Electronic Data Systems, Liggett Vector Brands Inc., Motion Picture Association of America, National Association of Independent Insurers, North Carolina Medical Society, North Carolina Troopers Association, Progress Energy, Variable Annuity Life Insurance Corporation, Waste Management of North Carolina, and Wyeth.	7	4	20	21	22	n/a	33	32	n/a	no	yes
W. EUGENE AINSWORTH, representing R. J. Reynolds Tobacco Company.	8	22	33	43	28	n/a	n/a	n/a	n/a	no	yes
JOHN B. MCMILLAN, of the Raleigh law firm of Manning, Fulton & Skinner, representing Allstate Insurance Co., Anheuser-Busch Companies Inc., Bayer Corporation, ElectriCities of NC Inc., Jordan Lumber & Supply Inc., Medical Mutual Insurance Company of N.C., N.C. Association of Realtors Inc., N.C. Citizens for Business and Industry, N.C. Legal Services Planning Council, N.C. Self-Insurance Guaranty Association, and Pharmaceutical Research and Manufacturers of America (PHARMA).	9	8	12	9	9	18	n/a	n/a	n/a	no	yes
KEVIN HOWELL, Legislative Liaison for Governor Mike Easley.	10	40	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
JEFF VAN DYKE, representing BellSouth Corporation.	11	20	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no

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	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>1989-1990</i>	<i>1987-1988</i>	<i>Former Legislator</i>	<i>Lawyer</i>
MARVIN D. MUSSELWHITE, JR., of the Raleigh office of the law firm of Poyner & Spruill, representing Carolinas Center for Hospice and End of Life Care Inc., Community Financial Services Association of America (MultiState Associates), CT Communications, ElectriCities of N.C. Inc., Goodyear Tire & Rubber Co. (MultiState Associates), Johnson Controls Inc., Lexmark International Inc., Martin Marietta Materials Inc., Medco Health Solutions Inc., N.C. Association of Non-Profit Homes for the Aging, N.C. Deer/Elk Farmers' Association Ltd., N.C. Enterprise Corporation, N.C. Obstetrical and Gynecological Society, N.C. Orthopaedic Association, N.C. Textile Services Association, SCI North Carolina Funeral Services, UST Public Affairs Inc., and Charles P. Wilkins.	12	13	11	10	8	8	9	30	n/a	yes	yes
RICHARD M. TAYLOR, JR., representing the North Carolina Academy of Trial Lawyers.	13	28	49	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
JOHN T. BODE, of the Raleigh law firm of Bode, Call & Stroupe, representing Accenture LLP, American College of Radiology - N.C. Chapter, BellSouth Corporation, The Biltmore Company, Catalyst RX, Centex Rooney Construction Co., Independent Insurance Agents of N.C. Inc., N.C. Academy of Physicians Assistants, N.C. Hospital Association, Progress Energy, Wake Forest University Health Sciences, and the Wine Institute.	14	7	5	6	4	13	10	9	18	no	yes

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	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>1989-1990</i>	<i>1987-1988</i>	<i>Former Legislator</i>	<i>Lawyer</i>
JOSEPH D. MCCLEES, of the New Bern lobbying firm of McClees Consulting, representing Affiliated Computer Services State and Local Solutions Inc., American Farmers of the Sea, Conwood Company LP, Infiltrator Systems Inc., National Rifle Association - Institute for Legislative Action, N.C. Check Cashers Assn., N.C. Coalition for the Privatization of Waste Water Evaluation, N.C. Firearms Dealers Group, N.C. Portable Toilet Group, N.C. Pumper Group, N.C. Sporting Dog Association Inc., Personal Watercraft Industry Association, Premier Tech Ltd., Riverplace IV LLC, Smokeless Tobacco Council Inc., Swedish Match North America Inc., and Swisher International Inc.	15	19	16	25	16	n/a	n/a	n/a	n/a	no	no
PAULA A. WOLF, then representing the Covenant with North Carolina's Children, now in private practice.	16	12	18	n/a	n/a	n/a	n/a	n/a	n/a	no	no
HARRISON J. "HARRY" KAPLAN, representing AdvancePCS, AIM Healthcare Services Inc., American Heart Association - N.C. Affiliate Inc., Association and Society Insurance Corporation, Aventis Pasteur (MultiState Associates), Carolinas Roofing & Sheet Metal Contractors Inc. Self-Insured Fund, Cascade Auto Glass Inc., CIGNA Corporation, Custom Data Processing Inc., FirstCarolinaCare Inc., Keystone Automotive Industries Inc., N.C. Association of Health Plans Inc., N.C. Biosciences Organization, Safran Law Offices, Schering-Plough External Affairs Inc., and Wallace and Graham PA.	17	27	35	31	18	21	n/a	n/a	n/a	no	yes

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J. ALLEN ADAMS, of the Raleigh office of the law firm of Parker, Poe, Adams & Bernstein, representing American Council of Engineering Companies, Association for Home & Hospice Care of N.C., Charlotte Chamber of Commerce, Cheyenne International LLC, GTECH, N.C. Biotechnology Center, N.C. Citizens for Community Action, N.C. Retired Governmental Employees Association, Nextel Communications, Sun Microsystems, and Town of Cary.	18	6	4	8	5	2	2	3	3	yes	yes
LAWRENCE A. BEWLEY, of the Raleigh lobbying firm of Lawrence Bewley & Associates, representing American Express Company, AT&T (DCI Group), Cash America International Inc., Cost Containment Technologies LLC, JM Family Enterprises Inc., N.C. Association of Nurserymen, N.C. Landscape Association, North Raleigh Optimists Club, Roche, Securities Industry Association, Siemens Energy and Automation Inc., Turfgrass Council of North Carolina, and Yum! Brands Inc.	19	31	36 (tie)	32	13	16	30	n/a	n/a	no	no
P. E. "GENE" UPCHURCH, III, representing Progress Energy.	20	23	21	26	n/a	22	n/a	n/a	n/a	no	no
J. MICHAEL CARPENTER, representing the North Carolina Home Builders Association.	21	37	6	15	11	29	n/a	n/a	n/a	no	yes
PHILLIP J. KIRK, JR., representing North Carolina Citizens for Business and Industry.	22	14	8	5	10	26	n/a	n/a	n/a	yes	no

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GEORGE TEAGUE, of the Raleigh law firm of Nelson Mullins Riley & Scarborough LLP, representing Alliance for Managed Care, Baxter Healthcare Corporation, CitiGroup, First Carolina Finance Inc., Granville County, Interstate Carriers Exemption Coalition, Metropolitan Life Insurance Company, Mortgage Bankers Association of the Carolinas Inc., Nations Express, N.C. Association of Electric Cooperatives Inc., N.C. Association of Register of Deeds, N.C. Distillers League Inc., N.C. Insurance Guaranty Association, Nucor Corporation, Property Casualty Insurers Association of America, Prudential Financial Inc., Raleigh-Durham Airport Authority, Reinsurance Association of America, Southeast Ticketing Association Inc., Static Control Components Inc., Town of Weldon, US LEC of North Carolina Inc., and Veritec Solutions LLC.	23	24	36 (tie)	49	n/a	37	26 (tie)	n/a	n/a	no	yes
PAUL H. STOCK, representing the North Carolina Bankers Association.	24	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
S. ELLIS HANKINS, representing the N.C. League of Municipalities.	25	44 (tie)	n/a	14	36	6	13	29	n/a	no	yes
JENNIE DORSETT, of the law firm of Jennie Dorsett, Attorney at Law P.A., representing the Boys & Girls Clubs of America, ElectriCities of N.C. Inc., Friends of Workforce Development Boards, N.C. Association of Health Plans Inc., N.C. Athletic Trainers Association, N.C. Check Cashers Association, N.C. Outdoor Advertising Association, HealthExtras Inc., and Omega Protein Corporation.	26	34	23	45	50 (tie)	n/a	n/a	n/a	n/a	no	yes
FRAN PRESTON, representing the N.C. Retail Merchants Association.	27	21	30	22	n/a	50	25	19	27	no	no

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BETTY TURNER, representing Bank of America.	28	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
R. PAUL WILMS, representing the North Carolina Home Builders Association.	29	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
MARION A. SUITT, representing GlaxoSmithKline Inc., N.C. Association of Health Plans Inc., N.C. Society of Anesthesiologists, N.C. Society of Eye Physicians & Surgeons, and Prevent Blindness North Carolina.	30	n/a	50	n/a	n/a	n/a	n/a	n/a	n/a	no	no
TONY L. ADAMS, representing the N.C. Outdoor Advertising Association.	31	43	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
SAMUEL H. JOHNSON, of the Raleigh law firm of Johnson, Hearn, Vinegar, Gee and Mercer PLLC, representing American Institute of Architects - N.C. Chapter, Carolina/Virginia Dairy Products Association, N.C. Associated Industries, N.C. Association of Certified Public Accountants, N.C. Association of Premium Service Companies, N.C. Automobile Dealers Association, Sara Lee Corporation, and Theater Owners of N.C.	32	30	10	13	14	4	3	2	2	yes	yes
SAMUEL M. TAYLOR, of the Law Office of Samuel M. Taylor, representing Honda North America Inc. (MultiState Associates), Licensed Professional Counselors Association of N.C., N.C. Association of Launderers & Cleaners, and N.C. Biosciences Organization.	33	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes

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JACK COZORT, of the Raleigh office of the law firm of Parker, Poe, Adams & Bernstein, representing American Council of Engineering Companies, Association for Home & Hospice Care of N.C., Charlotte Chamber of Commerce, Cheyenne International LLC, Conference of Superior Court Judges, Environmental Systems Products, GTECH, N.C. Biotechnology Center, N.C. Retired Governmental Employees Association, Nextel Communications, Springboard Telecom Inc., Sun Microsystems, Town of Cary, Town of Clayton, and US LEC of North Carolina Inc.	34	17	24	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
KEN MELTON, then of Alley Associates, now the Legislative Affairs Director of the North Carolina Department of Revenue.	35	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
JOHN A. BUSSIAN, III, of the Bussian Law Firm PLLC, representing the North Carolina Press Association.	36	n/a	32	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
JOHN W. MCALISTER, representing Duke Energy Corporation.	37	39	44	n/a	n/a	n/a	n/a	n/a	n/a	no	no
ROBERT LAMMÉ, Director of Government Relations for the North Carolina Department of Health and Human Services.	38	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no

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WILLIAM G. SCOGGIN, of the law firm of Kennedy, Covington, Lobbell & Hickman LLP, representing American Insurance Association, Centex Homes, Correctional Properties Trust, ING America Insurance Holdings Inc., Manufacturers' Agents National Association, MCI WorldCom, Mecklenburg County, Microsoft Corporation, N.C. Public Employee Deferred Compensation Plan Board of Trustees, Novo Nordisk Pharmaceuticals Industries Inc., Personal Legal Plans Inc., Pfizer Inc., Public Storage Inc., Sepracor Inc., The Taubman Company, and Wachovia Corporation.	39	35	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
R. MARK FLEMING, representing the University of North Carolina.	40	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
HUGH H. TILSON, JR., representing the N.C. Hospital Association.	41	33	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
RICHARD H. CARLTON, of the Raleigh law firm of Carlton and Alexander PLLC, representing American Express Company, JM Family Enterprises Inc., Le Bleu Corporation, Merck & Company Inc., N.C. Association of Nurserymen, N.C. Financial Services Assn., N.C. Independent Finance Association, N.C. Landscape Association, N.C. Outdoor Advertising Association, Securities Industry Association, and the Turfgrass Council of North Carolina.	42	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
DEBRA L. DERR, representing BellSouth Corporation.	43	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no

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DANIEL GERLACH , the Senior Policy Advisor for Fiscal Affairs for Governor Mike Easley.	44	11	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
CHRISTOPHER A. VALAURI , representing the N.C. Beer & Wine Wholesalers' Association.	45	26	n/a	27	35	49	22	31	n/a	no	no
LEON M. "CHIP" KILLIAN, III , of the Raleigh law firm of Nelson Mullins Riley & Scarborough LLP, representing Alliance for Managed Care, Baxter Healthcare Corporation, Blue Ridge Parkway Foundation, Granville County, Haywood County, Interstate Carriers Exemption Coalition, Mortgage Bankers Association of the Carolinas Inc., N.C. Association of Electric Cooperatives Inc., N.C. Association of Register of Deeds, N.C. Distillers League Inc., N.C. Insurance Guaranty Association, Nucor Corporation, Prudential Financial Inc., Raleigh-Durham Airport Authority, Reinsurance Association of America, Southeast Ticketing Association Inc., Static Control Components Inc., Town of Weldon, US LEC of North Carolina Inc., and Veritec Solutions LLC.	46	32	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
RANDOLPH E. CLOUD , of the firm Randolph E. Cloud and Associates, representing the American Lung Association of N.C., American Massage Therapy Association - N.C. Chapter, Coalition For Patient Rights, Families Against Mandatory Minimums, N.C. Association for Behavioral Health Care, N.C. Citizens for Justice, N.C. Council of Community Programs, N.C. High School Athletic Association, N.C. Locksmiths Association, N.C. Psychological Association Inc., and Pharmaceutical Research and Manufacturers of America (PHARMA).	47	29	27	n/a	n/a	n/a	n/a	n/a	n/a	no	no

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THOMAS A. MORROW, representing Sprint Corporation.	48	n/a	46	41	17	35	23	n/a	n/a	no	no
LINDA S. SUGGS, representing the North Carolina Department of Public Instruction and the State Board of Education as the Legislative Director of the State Board of Education.	49	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
CHARLES B. NEELY, JR., of the Raleigh office of the law firm of Maupin Taylor P.A., representing Accenture LLP, Alcoa, Centex Rooney Construction Company, CSX Transportation Inc., N.C. Hospital Association, N.C. Landscape Architects, New Hanover Rent-A- Car Inc., and Parkdale Mills Inc. Volunteer Chairman, Citizens United Against the Lottery.	50	16	n/a	n/a	n/a	n/a	n/a	n/a	n/a	yes	yes

Rankings of The Most Influential Lobbyists in the 2003 North Carolina General Assembly, in Alphabetical Order



Lobbyist	2003 Ranking	Lobbyist	2003 Ranking
Adams, J. Allen	18	Kirk, Phillip J., Jr.	22
Adams, Tony L.	31	Lammé, Robert	38
Ainsworth, W. Eugene	8	McAlister, John W.	37
Alley, Zebulon D.	2	McClees, Joseph D.	15
Beason, Don	1	McMillan, John B.	9
Bewley, Lawrence A.	19	Melton, Ken	35
Bode, John T.	14	Morrow, Thomas A.	48
Bone, Roger W.	3	Musselwhite, Marvin D., Jr.	12
Bussian, John A., III	36	Neely, Charles B., Jr.	50
Carlton, Richard H.	42	Preston, Fran	27
Carpenter, J. Michael	21	Sands, Alexander P. "Sandy," III	5
Cloud, Randolph E.	47	Scoggin, William G.	39
Coman, Leslie Bevacqua	6	Stock, Paul H.	24
Cozort, Jack L.	34	Suggs, Linda S.	49
Derr, Debra L.	43	Suitt, Marion A.	30
Dorsett, Jennie	26	Taylor, Richard M., Jr.	13
Fleming, R. Mark	40	Taylor, Samuel M.	33
Freeman, Franklin	4	Teague, George M.	23
Gerlach, Daniel	44	Tilson, Hugh H.	41
Hankins, S. Ellis	25	Turner, Betty	28
Horne, B. Davis, Jr.	7	Upchurch, P. E. "Gene," III	20
Howell, Kevin	10	Valauri, Christopher A.	45
Johnson, Samuel H.	32	Van Dyke, Jeff	11
Kaplan, Harrison J. "Harry"	17	Wilms, R. Paul	29
Killian, Leon M. "Chip," III	46	Wolf, Paula A.	16



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The Center was formed in 1977 by a diverse group of private citizens for the purpose of gathering, analyzing, and disseminating information concerning North Carolina's institutions of government. It is a nonpartisan organization guided by a self-electing Board of Directors and has individual and corporate members across the state.

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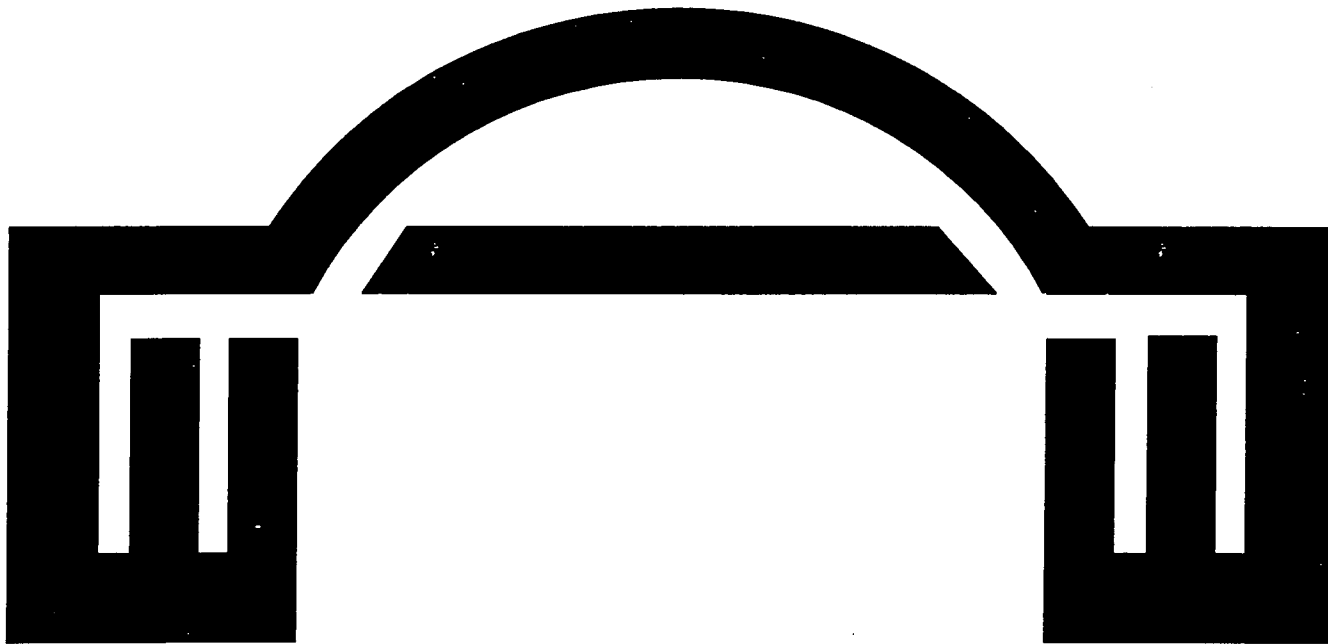
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